

INFORMATION REPORT

CD NO.

NO. OF PAGES

NO. OF ENCLS:
(LISTED BELOW)

SUPPLEMENT TO
REPORT NO.

THIS IS UNEVALUATED INFORMATION

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Date: 19 May 78

Declassified in Part - Sanitized Copy Approved for Release 2011/12/08 : CIA-RDP82-00457R003200280011-1

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CENTRAL INTELLIGENCE AGENCY

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delayed action, and detonation fuses, and other mine detonators (Minen-
Zündmaschinen), manufactured by the non-USIA firm []

[] may indicate that the Soviets intend to purchase these items. 50X1-HUM

USIA Sales

3. At the same time, USIA continues to promote the sale of surplus stocks, dismantled equipment, and other items. Kloeckner-Humboldt-Deutz is trying to sell its entire scrap stock totalling five tons, while Elko Metallverarbeitung has sold four tons of duralumin bars to various USIA firms. This firm recently re-sold to Siemens-Schuckert, Nibelungengasse, Vienna I, for 24,000 schillings, a large electric switchboard, installed during the war. The actual value of the switchboard is estimated at about 80,000 schillings. [] The Avtovelo Sale Office is trying to sell 22 motor-driven railroad section cars (Autodraesinen) and 10 trailers, manufactured by Kromag A.G. USIA's original price of 65,000 schillings for the railroad section cars has been reduced to a minimum of 28,000 schillings. Avtovelo has offered its sales agents a special commission if these cars are sold before 1 September 1949. 50X1-HUM

USIA-Bulgarian Transactions

4. A Bulgarian commercial agent in Vienna is now negotiating for the purchase of the following Avtovelo products:
- a. Six complete mobile Diesel motor power units for Metallimport, Sofia. The commercial agent has requested delivery within eight weeks and has offered Avtovelo 16,400 schillings f.o.b. Vienna. Metallimport recently purchased 2,500,000 shotgun shells and 700,000 percussion caps from Hirtenberger Patronenfabrik for \$38,330.
 - b. Standard gauge railway section cars, with a capacity of four persons, having 4 cylinder, 12 horsepower gasoline engines, with a maximum speed of 60 kilometers per hour. If this transaction is concluded it will be in accordance with provisions of the Austro-Bulgarian Commercial Agreement.
 - c. The following types of Diesel motor power units: nine pumps, capable of raising 600 liters per minute 25 meters; nine pumps, capable of raising 600 liters per minute 5 meters; four pumps, capable of raising 400 liters per minute 40 meters; eight pumps, capable of raising 300 liters per minute 120 meters; two cold water pumps, having a vertical action motor, capable of raising 1600 liters per minute 18 meters, having a pressure height of 50 meters (sic).
 - d. Dr. K. KLUPP has ordered from Draeger G.m.b.H. for V. Topaloff, Sofia, two grinding machines for spiral drills at an estimated cost of \$3,360; two Universal grinding machines at \$5,500; and 10 complete welding and cutting units. [] These items are being purchased for the Plovdiv Fair. 50X1-HUM

Advertising

5. Since USIA officials have recently evinced interest in advertising techniques, USIA may intend to initiate an advertising campaign to get rid of various unsaleable products. PUNIN, chief bookkeeper of the Avtovelo Department and close friend of TIKHOMIROV, has been studying Austrian trade journals and making inquiries regarding the expense and value of advertising. [] 50X1-HUM

Personnel

6. SKIRDKOV, Soviet General Director of the USIA firms, Schaeffer und Budenberg G.m.b.H. and Friedrich Weichmann's Nachfolger, Metallwarenfabrik und Apparatebau G.m.b.H. has been transferred to the Avtovelo administrative offices, where he is assisted by Engr. SERAYEV. USIA's Transport Department, supervised by GEORGIEVSKI, which sanctions export shipments from USIA firms, has been removed from the Commercial Department and placed under the control of the Central Commercial Bureau. [] This transfer is possibly indicative of TIKHOMIROV's continued interest in the Central Commercial Bureau. 50X1-HUM

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